

Classes Approved by Nevada Association of Mortgage Professionals 2007

Advanced Commercial Loan Brokering

The goal of Advanced Commercial Loan Brokering is to develop the participant's skills, knowledge, and business strategies required for successful origination of commercial mortgage transactions for Multifamily, Retail, Office and Mixed Use properties through comparative discussion of the analytical elements, case study, and practical skill practice exercises.

This course is worth 8 NAMB CEUs.

Advanced SubPrime Lending - NAMB 1030

This course is worth 6 NAMB CEU's

Credit Scoring - NAMB 3020

Course Description

This seminar provides you with a basic understanding of credit scores and gives a set of risk factors used in determining the score. It includes a discussion of FICO bureau scores and MDS bankruptcy scores, evaluating a score to industry guidelines, and compensating factors.

Education Credit: 4 NAMB CEUs

Introduction to Commercial Lending - NAMB 5020

Course Description

Commercial Mortgage Brokering is an 8-hour course designed to teach the basic skills and knowledge required in commercial loan brokering. Course contents include:

- Comparison-Commercial to Residential Lending
- Sources of Commercial Loan Financing
- Commercial Vocabulary
- Commercial Property Types
- Commercial Loan Types

- Commercial Lending Guidelines
- Underwriting
 - Net Operating Income (NOI)
 - Debt Service Coverage (DSC)
 - Loan-To-Value (LTV)
 - Loan-To-Cost (LTC)
 - Education Credit: 8 NAMB CEUs

Real Estate Settlement Procedures Act - NAMB 2020

Course Description

Course Sessions 4 NAMB CEU's

Shedding Light on Credit Scoring - NAMB 3020

Course Description

This seminar provides you with a basic understanding of credit scores and gives a set of risk factors used in determining the score. It includes a discussion of FICO bureau scores and MDS bankruptcy scores, evaluating a score to industry guidelines, and compensating factors.

Education Credit: 4 NAMB CEUs

Shut the Door on Fraud - GenWorth 3040

Course Description

"Shut the Door on Fraud" was developed to assist lenders in understanding the common inconsistencies found in fraudulent loans. The seminar identifies typical contributing factors and types of fraud while defining fraud-for-profit schemes. These issues are related to the Loan Application (1003), tax returns, as well as Full and Timesaver Documentation. Finally, the text includes a variety of investigative resources to help lenders combat fraud. This seminar will help you decrease your default rate by raising your associates' awareness of fraud.

This course is generously provided by GenWorth

Education Credit: 4 NAMB CEUs

Small Commercial Lending for Residential Brokers - NAMB 5010

Course Description

This course will help brokers develop the basic knowledge and skills in commercial lending that are required to originate, process, and understand the nuances of commercial lending as compared to residential lending.

Upon completion of the Small Commercial Lending For Residential Mortgage Brokers course, participants should be able to:

1. Explain the difference between commercial lending and residential lending
2. Explain why commercial lending increases lending opportunities for brokers
3. Identify general funding resources for commercial lending
4. Define small versus large commercial loans
5. Understand basic commercial loan application requirements
6. Prescreen property types for acceptability as collateral
7. Prescreen borrowers for qualification as a borrower or guarantor
8. Name at least two commercial lending programs
9. Explain the difference in compliance issues relative to commercial lending
10. Analyze Net Operating Income, Debt Service Coverage Ratio, Capitalization

This course is worth 4 NAMB CEUs.

SubPrime Lending - NAMB 1020

Course Description

This course will help students to develop basic knowledge and skills in SubPrime lending products such that the participant will be able to originate, process, and/or underwrite SubPrime mortgage loans within compliance of all applicable federal laws.

Upon completion of the SubPrime Lending course, participants should be able to:

1. Explain why SubPrime lending increases lending opportunity for more borrowers
2. Identify general funding resources for SubPrime lending
3. Explain borrower credit guidelines for SubPrime lending
4. Analyze borrower credit profile and accurately determine borrower's credit

grade

5. Explain how SubPrime lending credit grading is determined
6. Explain how "risk" determines "rate" in SubPrime lending
7. Define what is meant by "loan loss reserves"
8. Explain why mortgage insurance is not needed in a SubPrime loan program
9. Identify the major collateral considered in SubPrime lending
10. Name at least 3 SubPrime lending programs and describe their features and benefits

This course provides 4 NAMB CEUs

The Nation's Fair Lending Laws - NAMB 2010

Course Description

This 4 hour course discusses the federal laws related to fair lending - Equal Credit Opportunity Act (ECOA), Fair Housing Act (FHA), Home Mortgage Disclosure Act (HMDA), and Interagency Policy Statement on Fair Lending. Instructional content includes:

- ECOA definitions and application rules
- ECOA and the Uniform Residential Loan Application (1003)
- HMDA Purposes & Exemptions
- FHA Advertising Regulation
- FHA Rental, Sale & Transaction Definitions
- FHA Examples of Discrimination
- Case Review of Discrimination Lawsuits

Course Text:

Fair Lending Participant Manual; includes sections of Fair Lending document.

Education Credit: 4 NAMB CEUs

Course Title: *Just the Paperwork*

Course Length: 3hrs (3CEU's)

Course Cost: The course will be offered free of charge to any active NAMP member and they will receive a certificate for (3) CEU's. The class will be offered free to the general public not receiving CEU's, the cost to non-member participants is \$30.00 for (3) CEU's.

Course Description: The purpose of this course is to teach loan officers how to completely fill out a loan application and good faith, what forms are required to be signed and turned in, and the proper income and asset documentation for the documentation type. There will be no student hand outs. All students are required to bring several blank loan packages from their office. The instructor will use a laptop computer and digital projector. At the beginning of each class, everyone will take a mock loan application from the person to their left or right of them and be given the fees for underwriting will be projected on the board or screen. The students will be given rate books provided by the title company or escrow and title rates will be on the board or screen. (30 to 40 minutes allowed) When completed, students will pass their completed loan application to the person next to them for grading. The instructor will go through the good faith, loan application, line by line, and what forms need to be signed. (20 minutes allowed) Each item missed or that is incorrect will be given a -1 and the total be put at the end of the application. The loan applications will be returned to the students to review and another loan application will be taken, passed to student next to them, graded and given back. There should be a considerable improvement. The instructor will review what income and asset documentation is required for each documentation type

Course Title: *Pre-Qualifying the Borrower*

Course Length: 3hrs (3CEU's)

Course Cost: The course will be offered free of charge to any active NAMP member and they will receive a certificate for (3) CEU's. The class will be offered free to the general public not receiving CEU's, the cost to non-member participants is \$30.00 for (3) CEU's.

Course Title: First American Title Company: Escrow and Title: Prelims Policy and Procedures.

Course Length: 3hrs (3CEU's)

Course Title: First Magnus Financial Underwriters Panel

Course Length: 3 hrs (2 CEU's)

Course Title: Rural Housing MLD

Course Length: 3 hrs (3 CEU's)

Course Title: MLD Regulations and Ethics

Course Length: 3 hrs (3 CEU's)

Course Title: Fannie Mae My Community Mortgage

Course Length: 3 hrs (3 CEU's)